\$3.76	Averages		\$28.67	\$35.12	+32.4%	\$2.84
\$1.50	ou rousing	B	\$23.50	\$33.50	42.6%	\$1.50
	30 Portland	A	\$25.00	\$35.00	40,0%	
\$9.40	29 New Orleans	A	\$42.90 \$33.50	\$33.95 \$33.95	-20.9% 1.3%	\$0.00
	98 Nau Sdaars					
\$3.00	as mesembans	B	\$15.00	\$24.95	66.3%	\$2.00
	28 Indianapolis	A	\$12.00	\$26.95	124.8%	
\$6.60		B	\$35.55	\$40.25	13.2%	\$1,00
	26 Phoenix	A	\$28.95	\$39.25	35.6%	
\$13.10		B	\$12.00	\$23.35	94.6%	\$4.30
	25 Buffajo	A	\$25 .10	\$27.85	10.2%	
\$0.00		8	\$25.50	\$35.85	40.6%	\$2.40
AA A =	24 Kanses City	A	\$25.50	\$33.45	31.2%	66 46
\$4.00		_	4.0.00		33,77	
\$0.05	23 Cincinnati	A	\$17.95 \$18.00	\$30.95 \$24.91	72.4% 38.4%	\$8.04
	90 Clastocati	•	#4 T AF	600 05	90. (\$)	
\$0.80	·	В	\$27.60	\$48.45	68.3%	\$11.50
	22 Tampa	A	\$26.80	\$34.95	30.4%	
81.30		5	\$21.30	\$27.00	26.8%	\$2.95
	21 Milwaukee	A	\$20.00	\$29.95	49.7%	
\$11.75		9	\$41.25	\$29.95	-27.4%	\$0.04
044 75	20 Seattle	A B	\$29.50	\$29.99 \$20.04	1.7%	e A A4
*****	-	_				*****
38.05	19 Denver	AB	\$29.50 \$35.55	\$36.95	24.0% 3. 9%	\$0.38
	16 Decum		220 48	\$36,59	64 64	
\$8.35		8	\$36.65	\$38.00	3.7%	\$1.45
,	18 San Diego	A	\$45.00	236.55	-18.8%	
\$0.00		8	\$40.00	\$41.75	4.4%	\$8.05
	17 Atlanta	A	\$40.00	\$33.70	-15.7%	
\$0.05		8	\$28.00	\$29.75	6.3%	\$1.20
	16 Cleveland	¥	\$27.95	\$30.95	10.7%	
40.00		•	400.00	400.00	4.67	93.U I
\$8.60	15 Minneepolis	A	\$26.9 5 \$3 5.55	\$32.24 \$35.85	11.4% 0.8%	\$3.51
	48 844			227.24		

The monthly sirtime charges contained in this report were calculated by using data obtained from information Enterprises and the customer service departments of the licensed carriers in each market listed above. The monthly airtime charges reflect the best rates available on service contracts not exceeding one year in length.

3-12-007

APPENDIX 2

Source:

Calif Legislative Hearings 1-12-93 Hearing Record

TABLE 2

DRA AND McCAW CELLULAR RATE COMPARISON CHART

(REGULATED MARKETS ARE IN BOLD ITALICS.)

CITY	DRA (/	N)	DRA	(B)	MCC	ΆW	/(1)
LOS ANGELES	\$99.00	100.00%	\$99.00	98.02%	\$98.84		98.05%
NEW YORK	\$99.00	100.00%	\$101.00	100.00%	\$100.81	•	100.00%
PHILADELPHIA .	\$97.24	98.22%	\$86.00	85.15%	\$69 .53	•	68.97%
SAN FRANCISCO	\$95.00	95.96%	\$95.00	94.06%	\$92.58		91.84%
MAMI	\$93.00	93.94%	\$92.00	91.09%	\$86.07	•	85.38%
SEATTLE	\$93.00	93.94%	\$95.00	94.06%	\$81.28		80.63%
DENVER	\$83.00	83.84%	\$88.00	87.13%	\$73.32	•	72.73%
DALLAS	\$80.40	81.21%	\$89 .35	88.47%	\$74.69		74.09%
HOUSTON	\$77.00	77.78%	\$92.00	91.09%	\$72.44	•	71.86%
MINNEAPOLIS	\$76.00	76.77%	\$76.00	75.25%	\$73.41		72.82%
BOSTON	\$74.00	74.75%	\$78.00	77.23%	\$73.33		72.74%
DETROIT	\$72.44	73.17%	\$70.31	69.61%	\$55.72	*	55.27%
WASHINGTON, D.C.	\$72.00	72.73%	\$73.00	72.28%	\$63.06	•	62.55%
SACRAMENTO	\$60.00	60.61%	\$52.00	51.49%	\$58.20		57.7 3 %
CHICAGO	\$59.00	59.60%	\$62.00	61.39%	\$53.84		53.41%
PITTSBURGH	N/A	N/A	N/A	N/A	\$74.15	•	73.55%
TAMPA	N/A	N/A	N/A	N/A	\$75.91	•	75.30%

PERCENTAGES ARE RELATIVE TO LOS ANGELES RATES.

(A) NON-WIRELINE CARRIER

(B) WIRELINE CARRIER

ASSUMPTIONS:

- 1. ALL RATES ARE BASED ON 120 MINUTES OF USE (80% PEAK/20% OFF PEAK).
- 2. RATES FOR BOSTON, HOUSTON, PHILADELPHIA, AND SACRAMENTO WERE ADDED BY DRA USING MCCAW ASSUMPTIONS.

^{*} REQUIRES COMMITMENT TO ONE YEAR CONTRACT

⁽¹⁾ REVISED TO INCLUDE ACTIVATION FEE & ALLOCATION OF FREE MINUTES

APPENDIX 3

Page 1
Defing Comments of MARKET-BY-MARKET RATE MARGIN ANALYSIS
Ellular Resellers Association
Existing resellers generally have more than 1000 customers and the average reseller uses more than 300,000 peak minutes and 50,000 off-peak minutes of airtime. This analysis reflects these facts.

	Los Anzeles		
os Angeles SMSA (PacTel/GTE)	Retail Rates	Wholesale Rates	Marsin
Access	\$45.00	\$32.26	28.31%
Peak	\$ 0.45	\$ 0.366	18.67%
Off-Peak	\$ 0.27	\$ 0.22	18.52%
os Angeles Celiular Telephone Company	,		
McCaw/AT&T/BellSouth)	-		
•	Retail Rates	Wholesale Rates	Marein
Access	\$45.00	\$32.26	28,31%
Peak	\$ 0.45	\$ 0.366	18.67%
Off-Peak	\$ 0.27	\$ 0.22	18.52%
	San Emmaissa Kan	Yana	
TE Mobilnet	San Francisco/San		
	Retail Rates	Wholesale Rates	Manrin
Access	\$45.00	\$28.25	37.22%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
ay Area Cellular Telephone Company PacTel/AT&T/McCaw)			
	Retail Rates	Wholesale Rates	Margin
ccess			
(Ceiling Rates)			
0-99 mins. per number	\$45.00	\$28.25	37.22%
100-199 mins. per number	\$42.50	\$26.70	37.18%
200-299 mins. per number	\$40.00	\$ 25.15	37.13%
300 + mins. per number	\$37.50	\$23.5 5	37.20%
(New Rates effective 4/26/93)			
0-399 mins. per number	\$39.99	\$25.10	37.23%
400 + mins. per number	\$37.50	\$23.55	37.20%
eak	\$ 0.45	\$ 0.36	20%
off-Peak	\$ 0.20	\$ 0.16	20%
	Napa		
TE Mobilnet			M
	Retail Rates	Wholesale Rates	Markin
Access	\$45.00	\$28.25	37.22%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
apa Cellular (AT&T/McCaw/PacTel)	m - 11 M -	Marillo to Dave	Marria
Access	Retail Rates	Wholesale Rates	Margin
	\$ 45.00	\$28.25	37.22%
0-99 mins. per number	-	\$26.70	37.18%
100-199 mins, per number	\$42.50 \$40.00	\$25.15	37.13% 37.13%
200-299 mins. per number	\$40.00 \$37.50		37.13% 37.20%
300 + mins. per number	\$37.50	\$23.55	31.20% 20%
Peak	S 0.45	\$ 0.36	-1/ - -/

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GTE Mobileet	<u>Salinas</u>	Pag	ge 2
2.12 (7.7)	Retail Rates	Wholesale Rates	Margin
Access	\$45.00	\$28.25	37.22%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
Salinas Celluiar (PacTel/AT&T/McCaw)			
A	Retail Rates	Wholesale Rates	Marzin
Access	045.00		
0-99 mins. per number	\$45.00	\$28.25	37.22%
100-199 mins. per number	\$42.50	\$26.70	37.18%
200-299 mins. per number	\$40.00	\$25.15	37.13%
300 + mins. per number	\$37.50	\$23.55	37.20%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
	Santa Crez		
GTE Mobilnet			
	Retail Rates	Wholesale Rates	Margin
Access	\$45.00	\$28.25	37.22%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
Santa Cruz Cellular	Retail Rates	M/halanda Datas	Maurin
Access	\$45.00	Wholesale Rates \$28.15	<u>Marein</u> 37.44%
Peak	\$ 0.45	\$28.15 \$ 0.36	20%
reak Off-Peak			20%
On-reak	\$ 0.20	\$ 0.16	2070
	Santa Rosa		
GTE Mobilnet	.		
	Retail Rates	Wholesale Rates	Markin
Access	\$45.00	\$28.25	37.22%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
<u>Cagal Cellular</u> (AT&T/McCaw/PacTel)	Datail Datas	Whalesale Deter	Massin
Access	Retail Rates	Wholesale Rates	Margin
	\$4 5.00	\$28.25	37.22%
0-99 mins. per number		\$26.70	37.1 8%
100-199 mins. per number	\$42.50 \$40.00	\$25.15	37.13%
200-299 mins. per number	\$40.00		37.13% 37.20%
300 + mins. per number	\$37.50	\$23.55	20%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
	San Diezo		
PacTel Cellular			
	Retail Rates	Wholesale Rates	<u>Margin</u>
Access	\$35.00	\$24.50	30%
Peak	\$ 0.40	\$ 0.305	26.49%
Off-Peak	\$ 0.20	\$ 0.152	24%
U.S. West Cellular			
	Retail Rates	Wholesale Rates	Margin
Access	\$35.00	\$25.20	28%

\$ 0.40

Peak

31.5%

33 5%

\$ 0.274

Off-Peak

APPENDIX 3 Page 3

Secremento

Secremento Valley LP (PacTel)

SECTEMENTO VEHEY LT (PECTEI)			
Access	Retail Rates \$20.00	Wholesale Rates \$14.30	<u>Markin</u> 28.5%
Peak	\$ 0.25	\$ 0.203	18.8%
Off-Peak	\$ 0.15	\$ 0.122	18.67%
Proposed new rates	MSA, Stockton MSA, Yuba City MS	A Sierra BSA comban portion of	Tehema PSA)
3 V III Ales A (Secretication)	MOA, Stockhol MOA, Tube City Mo	A, Sienz RSA, soudien portion of	renama KSA)
Access			
1-4 numbers	\$24.00	\$16.80	30%
5-9 numbers •	\$22.80	\$ 15. 9 6	30%
10-24 numbers	\$21.60	\$15.12	30%
25+ numbers	\$20.40	\$14.28	30%
Peak	\$ 0.29	\$ 0.203	30%
Off-Peak	\$ 0.15	\$ 0.105	30%
OII-I OIK	3 0.13	\$ 0.105	3070
SVLP Area B (Chico MSA,	Redding MSA, northern portion of	Tehama RSA)	
Access			
1-4 numbers	\$30.00	\$21.00	30%
5-9 numbers	\$28.50	\$19.95	30%
10-24 numbers	\$27.00	\$18.90	30%
25+ numbers	\$25.50	\$17.85	30%
Peak	\$ 0.35	\$ 0.245	30%
Off-Peak	\$ 0.25	\$ 0.175	30%
OII-1 van	• 0.23	• 0.175	30.0
Sacramento Cellular (AT&T/McCa	w)		
	Retail Rates	Wholesale Rates	<u>Marein</u>
Access	\$24.00	\$16.00	33.33%
Peak	\$ 0.29	\$ 0.227	21.72%
Off-Peak	\$ 0.15	\$ 0.122	18.67%
•	,		•
	Stockton		
Sacramento Valley LP (PacTel)			
	Retail Rates	Wholesale Rates	<u>Marein</u>
Access	\$20.00	\$14.30	28.5%
Peak	\$ 0.25	\$ 0.203	18.8%
Off-Peak	\$ 0.15	\$ 0.122	18.67%
Stockton Cellular (AT&T/McCaw)			
	Retail Rates	Wholesale Rates	<u>Marein</u>
Access	\$24.00	\$16.00	33.33%
Peak	\$ 0.29	\$ 0.227	21.72%
Off Deal	C 0.16	S 0 122	18 67%

\$ 0.15

\$ 0.122

21.72% 18.67%

APPENDIX	3
Page 4	
F	

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Access

Off-Peak

Peak

	rage 4		
	Freeno		
Fresno MSA (GTE/Contel)			
	Retail Rates	Wholesale Rates	<u>Marein</u>
Access			
(Ceiling Rates)			
1-5 units	\$31.00	\$24.00	22.58%
6+ units	\$28.00		14.29%
(New Rates effective 6/7/93)			
1-5 units	\$27.00	\$20.90	22.59%
6+ units	\$28.00		25.36%
Peak	\$ 0.35	\$ 0.28	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
Fresao Cellular (AT&T/McCaw)			
	Retail Rates	Wholesale Rates	<u>Marein</u>
Access			
1-5 units	\$ 31.00	\$24.00	22.58%
6+ units	\$28.00		14.29%
Peak .	\$ 0.35	\$ 0.275	21.43%
Off-Peak	\$ 0.20	\$ 0.16	20%
OIL-1 COR	9 020	3 0.10	2076
	Bakersfield		
Fresao MSA (GTE/Contel)			
Frence (MSA (O'LE Couter)	Retail Rates	Wholesele Dates	Mannin
Access	Keun Kas	Wholesale Rates	<u>Marein</u>
(Ceiling Rates)	621.00	624.00	00 600/
1-5 units	\$31.00	\$24.00	22.58%
6+ units	\$28.00		14.29%
(New Rates effective 6/7/93)			
1-5 units	\$27.00	\$20.90	22.59%
6+ units	\$28.00		25.36%
Peak	\$ 0.35	\$ 0.28	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
Bakersfield Cellular (BellSouth)			
	Retail Rates	Wholesale Rates	<u>Margin</u>
Access			
1-5 units	\$31.00	\$24.00	22.58%
6+ units	\$28.00		14.29%
Peak	\$ 0.35	\$ 0.28	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
GTE Mobilnet of Santa Barbara	<u>Senta Barbar</u>	<u>.</u>	
·	Retail Rates	Wholesale Rates	Margin
Access	\$45.00	\$28.25	37.22%
Peak	\$ 0.45	\$ 0.36	20%
Off-Peak	\$ 0.20	\$ 0.16	20%
Santa Barbara Cellular (AT&T/McCaw)			
(, , , , , , , , , , , , , , , , , , ,	Retail Rates	Wholessle Rates	Margin

י עדתשתחת את אחתהשחדע הי

Retail Rates

\$45.00

\$ 0.45

\$ 0.20

Wholesale Rates \$28.25

\$ 0.36

\$ 0.16

Margin 37.22%

20%

20%